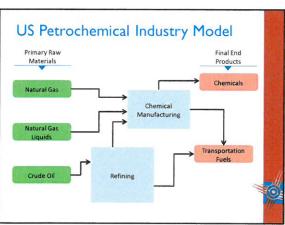
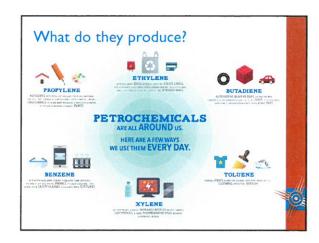
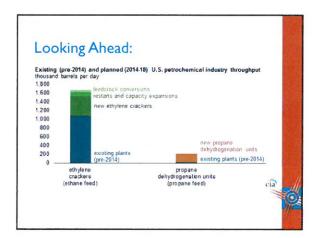


# The Landscape:

- Shale plays in the natural gas industry create low cost petrochemical feedstock.
- · This creates a demand for downstream facilities or "crackers."
- · Historically these crackers have been on the Gulf Coast.
- · Technology advancements create a demand for "closer to the gas deposits" cracker locations.







# Petrochemical Company Needs: Access to low cost supply Developed export capabilities Infrastructure (i.e. pipelines) and storage Continued innovation and customer need understanding

### Similar example:

- The retrofits at the San Juan Generating Station require urea.
- · Urea is produced from natural gas.
- Technology advances have allowed for modular plants.
- Opportunity for it to be locally-produced
- Currently in site selection and customer contract negotiations.
- · More low cost urea for agriculture.

### The Importance:

- 214,000 jobs nationally in petrochemical business.
- Manufacturers (plastics, consumer products, etc.) locate close to feedstock.
- New Four Corners "crackers" will yield jobs and new manufacturing having exponential effect.
- · Ties the region and state together.



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